



General Insurance - SME Sales Specialist

UEX, a fast growing, privately-held startup is seeking an **experienced sales specialist** to join a team that is using technology to change the way people subscribe to and manage their insurance. Our platform will give you a strong competitive advantage over other distributors.

Why UEX?

UEX is fast growing and willing to change the billion dollar insurance market by bringing innovation and customer centric thinking to this old industry. We enable people to understand and choose what they really need to make sure that they'll be safe when bad luck knocks.

If you think that insurance is boring, hard to get and that you could use a good APP to understand, customize and buy your insurances, then join us and help us making it real!

UEX is backed by big insurance players who believe in our vision and ability to deliver. We have proven that we have the right proposition for the right market. It's time to scale!

Our core hiring principle is to surround ourselves with incredible people who seek the same of their environment. This is your opportunity to join the team of a fast growing insurtech company and to become part of the core team, to grow with us and to provide the best customer experience ever.





Position

As an SME sales specialist, you will drive results by unleashing creativity and accountability in a performance oriented culture among a group of diverse and talented individuals.

Your knowledge of sales and marketing techniques will help you craft an efficient and effective growth campaigns, marketing and product development programs, both short and long term, targeted toward existing and new communities in Singapore.

You will be part of the day to day sales operations and in charge to source and close new opportunities. You will be in charge to provide reporting regarding sales and partnership activities to the management.

You have strong personal accountability for results, strong commitment to teamwork in support of the company's success, adherence to ethical business practices, and comfortable in operating in a startup environment with an ability to prioritize and drive actions to closure. Intercultural skills is a must since you will have to be at ease among local and foreigners in Singapore.





Responsibilities

The SME Sales Specialist will have the following duties and responsibilities:

- Develops, implements, follows sales and plans according to the KPIs fixed by the management for SME medical insurance plan
- Develops and follows sales/partnership operating budgets
- Establishes and maintains relationships with affinity influencers and key strategic partners.
- Establishes and maintains a consistent corporate image throughout promotional content and events.
- Directs sales forecasting activities and sets performance goals accordingly.
- Prepares periodic partnerships report showing sales volume, potential sales, and areas of proposed client base expansion.
- Directs product improvement recommendations and development based on customer feedback

Qualifications

- Fluent in English
- Knowledge of the General Insurance landscape in Singapore (certification from the Singapore College of Insurance - SCI - would be a strong advantage) PGI, BCP & HI
- Proven ability to work efficiently, flexibly, and has a good sense of humor
- Outstanding communication and interpersonal skills are essential with an ability to partner with a dynamic leadership team
- Personal qualities of integrity, credibility, and commitment to the mission of UEX
- Strong understanding of the SMEs segment in Singapore

Additional Information





Team: Be ready to join a human, ambitious and hardworking team who wants to create an Insurance (r)evolution and loves to work together. Even if autonomy is highly important, we support and motivate each other: team spirit is one of our key values

Environment: Our offices are located in Singapore, in the middle of the CBD

Salary expectations: Based on your skills and previous experiences

Applications: via email with a cover letter and CV to jobs@uexglobal.com